



OFFICE OF THE UNDER SECRETARY OF DEFENSE

3000 DEFENSE PENTAGON  
WASHINGTON, DC 20301-3000

8 JUL 1998

MEMORANDUM FOR SENIOR PROCUREMENT EXECUTIVES

SUBJECT: Performance-Based Service Contracting (PBSC)

The President's FY 1999 Budget (Section IV) describes the Administration's plans to pursue certain priority objectives aimed at improving management of the Government's resources. These objectives include acquisition reform and focusing on agency commitments to convert service contracts to PBSC methods as the primary performance measure.

The Office of Federal Procurement Policy's (OFPP's) recently completed Government-wide PBSC Pilot Project, endorsed by the President's Management Council, which demonstrated an average 15 percent nominal price reduction, an 18 percent increase in satisfaction with contractor performance and validated 20 years of anecdotally reported positive agency experiences with PBSC. A copy of the PBSC Pilot Project Report, less exhibits 1 - 7, is available at <http://www.arnet.gov>, under "Reference Corner." The annual Government-wide potentials for savings and other benefits addressed in the report clearly support Office of Management and Budget's (OMB's) call for expanding the use of PBSC to the maximum practical extent. In a time of tight budgets, PBSC can greatly contribute toward extending programs and resources that rely on service contracts.

The OMB Director has made PBSC one of his Priority Management Objectives and requested Departments and Agencies to develop plans to convert service contracts to PBSC as they come up for renewal and has requested that OMB receive regular reports on Department and Agency progress. As requested herein, this progress will be reported to Congress. The Department of Defense along with other Agencies that award a significant amount of service contracts have been supportive of this effort by previously identifying contracts for conversion to PBSC. Because of the importance of the items requested and because several items are being requested that have different due dates, **attachment (1)** is provided as a summary.

To help OMB ensure that your PBSC conversion plan is being implemented effectively and in order to update from the last submitted PBSC Conversion Plan Status Report, all activities are requested to submit a one-time PBSC Conversion Plan Status Report update that will cover the first nine months of FY 1998. **Attachment (2)** contains all the PBSC conversion information that was provided to this office and OFPP. Activities should use attachment (2) to complete their reports. Please use the format and information provided as a basis from which to start for your updates. Information previously provided will have to be revised and supplemented to comply with the revised attachment (2) format. This initiative addresses conversions and does not apply to PBSC "new starts." New conversions, not previously reported, should also be added to this report. After this report, PBSC Conversion Plan Status Reports will be due quarterly also using the attachment (2) format. While it is understandable that contracts may on occasion need to be removed from your PBSC Conversion Plan Status Report, due to such causes as programmatic changes, OFPP also expects that you will continue to identify additional candidates for conversion to PBSC, add them to the plan and then identify them in your PBSC Conversion Plan Status Report. Conversions reported are limited to those of \$100,000 or more. Previously

Attachment (1)

reported conversions valued at less than \$100,000 have been dropped and are not included. Your report should identify those contracts that you have converted during the reporting period, show savings and performance improvement data and should contain a brief assessment of your progress. If your conversion on a given requirement is slower than anticipated, your status explanation will be critical. Additional items to be included in the status block should include, but not be limited to, if the proposed effort was downscoped (therefore, explaining greater than anticipated cost reductions), the number of offerors/bidders on the current conversion (one, if sole source), if the conversion was progressing to proposed dates as planned or whether there are any other differences from the current or predecessor contract which make direct comparisons difficult. OFPP will randomly request copies of selected converted contracts to review for and validate conformance to PBSC reporting criteria.

An item of note and new to the PBSC Conversion Plan Status Report, as requested by OFPP, is a customer satisfaction information survey. Customer satisfaction contract survey criteria is provided as **attachment (3)**. This criteria is the same as was requested and reported in the PBSC Pilot Project Report. For purposes of this reporting, only one overall rating is necessary for each current and each predecessor procurement action listed on the status report. If more than one person is considered a customer for the purpose of these ratings, please obtain individual ratings, then compute and report the average score. Information can be obtained verbally from the customer(s) and then filled in using the customer survey format. The survey information will be used to fill one column on the attachment (2) PBSC Conversion Plan Status Report. Recently awarded contracts will not be suitable for survey feedback since performance will not have been able to be assessed. Contracts awarded at least 12 months prior will be suitable for customer feedback evaluations. Evaluations on predecessor contracts may be completed before evaluations are made on the current PBSC conversion effort.

In order to acknowledge PBSC conversions you may have made prior to the development of your plan, OFPP also requests that you identify any such contracts in a separate report and follow the **attachment (4)** format. These are PBSC conversions that would not have been included in your previous reports because they would have already been complete and, therefore, would not have been targeted for conversion. This report is a one-time requirement and depending upon an Agency's or Department's relative progress on PBSC, could represent a significant amount of previously awarded PBSC conversions.

As indicated in OMB's 1999 Budget Passback, OMB strongly urges DoD to expand its use of PBSC and specifically in the identified target areas of: information technology, environmental remediation, and ordnance remediation. The PBSC Conversion Plan Status Report, attachment (2), must include conversions in these target areas. **Attachment (5)** is a list of categories of services, including target areas of emphasis, that are PBSC targets of opportunity.

OMB also plans to finalize the Interim PBSC Best Practices document. In order for the document to be as comprehensive and current as possible, OMB solicits your recent best practices and lessons learned. A copy of the current OMB PBSC Best Practices document is available at Internet address <http://www.arnet.gov>, under "Acquisition Best Practices." The current best practices compendium is titled: "OFPP Guide to Best Practices for Performance-Based Service Contracting, Interim Edition, April 1996." OFPP will incorporate your best practices and lessons learned into the final Best Practices Guide. Your best practices and lessons learned should be sent, in electronic and hard copy format.

The results reported by you will be consolidated and forwarded to Congress as part of the ongoing assessment of and visibility into PBSC. All requested information is needed by July 21, 1998. Any information provided will be treated as sensitive and For Official Use Only. Any questions can be referred to Craig Curtis at (703) 697-6398, [curtisc@acq.osd.mil](mailto:curtisc@acq.osd.mil). In advance, thank you very much for your cooperation in support of this important initiative.

A handwritten signature in black ink, appearing to read "Stan Z. Soloway".

Stan Z. Soloway  
Deputy Under Secretary of Defense  
(Acquisition Reform)

Attachments:  
As stated

## REQUESTED REPORTS: FORMAT, CONTENT AND FREQUENCY

TITLE	PERIOD COVERED	CRITERIA	WHEN DUE	DUE TO	FORMAT	DESCRIPTION	FREQUENCY/EFFECTIVE
Performance-Based Services Contracting (PBSC) Conversion Plan Status Report	1 <sup>st</sup> 9 months of FY 1998	Contracts with a value > or = \$100,000	21 JUL 98  & 15 days after every qtr end	Craig Curtis OUSD Acquisition Reform Office, Room 2A330, 3620 Defense Pentagon, Washington DC 20301-3620. Phone: (703) 697-6398. Facsimile: (703) 614-1690. Curtisc@acq.osd.mil	Electronic and hard copy and use PBSC Conversion Plan Status Report format	Update of last year's submission with some additional columns including status and customer satisfaction. Also include new contract conversions not previously reported.	1 time (due 21 JUL 98)  Thereafter, quarterly starting 15 Oct 98.
Performance-Based Services Contracting (PBSC) Converted Contracts	Prior to December 1997 report	Contracts with a value > or = \$100,000	21 JUL 98	Craig Curtis OUSD Acquisition Reform Office, Room 2A330, 3620 Defense Pentagon, Washington DC 20301-3620. Phone: (703) 697-6398. Facsimile: (703) 614-1690. Curtisc@acq.osd.mil	Electronic and hard copy and use PBSC Converted Contracts report format	Contracts already using PBSC but not reported because they were already PBSC and did not need to be converted.	1 time (due 21 JUL 98)
PBSC Best Practices and Lessons Learned	1 <sup>st</sup> 9 months of FY 1998 or earlier if desired and not previously reported	Contracts with a value > or = \$100,000	21 JUL 98	Craig Curtis OUSD Acquisition Reform Office, Room 2A330, 3620 Defense Pentagon, Washington DC 20301-3620. Phone: (703) 697-6398. Facsimile: (703) 614-1690. Curtisc@acq.osd.mil	Electronic and hard copy (identified on Internet ARNET) in agency / department format choice	For OFPP Lessons Learned database.	1 time (due 21 JUL 98)

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**Department of Defense**  
**Performance-Based Services Contracting (PBSC) Conversion Plan Status Report**  
**(Period Reported: 1<sup>st</sup> 9 months of FY 1998)**

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AIR FORCE Los Angeles AFB CE/MFH/Grounds Maintenance F04693-92-C-0051				CPAF		Y		\$35,000,000			1. 2. 3. 4. 5.	5/98
AIR FORCE Los Angeles AFB Base Logistics F04693-96-C-0003				CPAF		Y		\$10,000,000			1. 2. 3. 4. 5.	10/00
AIR FORCE F.E. Warren AFB Family Housing Maintenance F48608-95-D-0009				FFP		Y		\$1,173,150/yr			1. 2. 3. 4. 5.	4/98
AIR FORCE F.E. Warren AFB Postal Service Center F46808-95-C-0001				FFP		Y		143,460/yr			1. 2. 3. 4. 5.	10/99
AIR FORCE Patrick AFB Elevator Maintenance F08650-95-C-0003				FFP		Y		\$324,655/yr			1. 2. 3. 4. 5.	10/99
AIR FORCE Patrick AFB Launch Base Support F08650-94-C-0064				CPAF		Y		\$100,000,000/yr			1. 2. 3. 4. 5.  (JBOSC NASA Awd)	6/98

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AIR FORCE Patrick AFB Range Technical Services F08650-93-C-0001				CPAF		Y		\$100,000,000/yr			1. 2. 3. 4. 5.	7/99
AIR FORCE Patrick AFB Launch Ops and Support contract F08650-95-C-0073				CPAF		Y		\$5,000,000/yr			1. 2. 3. 4. 5. (LOSC-40M)	4/98
AIR FORCE Patrick AFB Range Visual Info Tech Services F08650-92-C-0001				FFP w/ IDIQ		Y		\$9,000,000/yr			1. 2. 3. 4. 5. (VITC-10M)	3/98
AIR FORCE Patrick AFB ATESS F08650-93-D-0200				IDIQ(FP)		Y		\$2,000,000/yr			1. 2. 3. 4. 5.	na
AIR FORCE Patrick AFB TESS F08650-95-C-0127				FFP		Y		\$2,200,000/yr			1. 2. 3. 4. 5.	na
A R M Y												

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ARMY McAlester Army Ammunition Plant (MAAD) Grounds Maintenance DAA31-96-C-0020		FFP	24	FFP	36	Y		\$435,000	N		1. 2. 3. 4. 5. Performance has been unsat and optins are not being exercised.	4/1/96
ARMY Red River Army Depot (RRAD) Maintenance of ADPE DAA		FFP	36	FFP	60	Y		\$2,600,000	Y		1. 2. 3. Increase in \$ amount tentatively attributable to increase in scope of work. 4. 5.	10/1/96
ARMY Rocky Mountain Arsenal Operation and Maintenance DAAM02-97-C-0003		CPFF/FP	60	CPAF C	60	Y		\$24,300,000	Y		1. 2. 3. 4. 5.	11/30/96
ARMY Fox Army Hospital, Redstone Arsenal, Maintenance and Custodial Services DABT11-96-C-0015		FFP	60	FFP (IDIQ) C	60	Y	S	\$2,975,000	Y		1. Approx 26.5% reduction in total cost due to competition, improved perf and lower overhead due to use of master contract. 2. 3. 4. 5.	8/16/97
ARMY Allatoona Lake, Georgia Grass Moving and Debris Removal DACW01-96-C-0048		FPAF	24	FPAF C	36	Y		\$608,344.58	Y		1. Approx 3% increase over prior contract. 2. 3. 4. 5.	3/27/96



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ARMY Lake Oahe, South Dakota, Grounds Maintenance and Cleanup DACW45-96-C-0038		FFP	48	FFP C	48	Y		\$209,976	N		1. Approx 16.5% \$ increase over prior contract. 2. 3. 4. 5.	3/14/96
ARMY Pine Flat Lake, California, Janitorial & Trash Pick-up/Disposal DAA		FFP	36	C		Y		\$100,000	Y		1. 2. 3. Descope due to budget constraints over previous contract. (Trash pick up to be done in house) 4. 5.	6/30/98
ARMY Washington Capitol Region Medical and Records Courier Service DAHC35-95-C-0026		FFP		FFP	60			\$165,000	Y		1. 2. 3. Descope in effort from prior contract. 4. 5.	
ARMY National Training Center, Ft. Irwin, California Logistics Support Service DAA		CPAF	60	CPAF C	60	Y		\$156,760,331	Y		1. Increase of \$2,000,000 due to qualitative and quantitative changes. 2. 3. Increase/change in scope over predecessor contract to include a different mix of services. 4. 5.	6/26/96
ARMY Ft. Huachuca, Arizona, Full Food Service DABT63-98-D-0003		FFP		FFP S	60	Y		\$5,250,000	Y		1. Increase in cost due to change in scope/mix. 2. 3. Increase in scope and services required. 4. 5.	10/30/97

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ARMY Air National Guard Base, Massachusetts, Air Traffic Control and Weather Observing Services Otis DAHA90-97-C-0006		FFP	60	FFP C	56	Y	S and L (split)	\$2,245,000	Y		1. 2. 3. Split up scope and awarded two separate contracts. 4. 5.	3/1/97
ARMY Air National Guard Base, Quonset State Airport, Rhode Island Air Traffic Control and Weather Observing Services DAHA90-97-C-0003		FFP	60	FFP C	60	Y	S	\$1,580,000	Y		1. 10% \$ reduction due to competition and PBSC. 2. 3. 4. 5.	10/1/96
<b>D L A</b>												
DLA Electrical (DASC)		FFP	12	FFP	60		Y	\$300,000			1. 44% \$ savings over pre-PBSC amounts. 2. 3. 4. 5.	early 98
DLA Mechanical (DASC)		FFP	60								1. 44% \$ savings over pre-PBSC amounts. 2. 3. 4. 5.	
DLA Elevator (DASC)		FFP	60								1. 44% \$ savings over pre-PBSC amounts. 2. 3. 4. 5.	
DLA Base (DASC)		FFP	60								1. 44% \$ savings over pre-PBSC amounts. 2. 3. 4. 5.	

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DLA CAAS -support of CA & MM				FFP(T&M)	60			\$5,000,000			1. 2. 3. 4. 5.	FY 98
DLA Consulting Services (FO)		FFP	7								1. 2. 3. 4. 5.	
DLA Financial Management Process Reengineering (FO)		FFP	18								1. 2. 3. 4. 5.	
DLA Janitorial (DDRW)		FFP	22								1. 2. 3. 4. 5.	
DLA Medical Services (DDRW)		FFP	60								1. 2. 3. 4. 5.	
DLA Analytical Testing (DDRW)		FFP	24								1. 2. 3. 4. 5.	

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DLA ADP Maintenance (DDRW)				FFP	36	Y		\$600,000	Y		1. 2. 3. 4. 5.	10/98
DLA Develop & Conduct Energy Seminars (DDS)		FFP	48								1. 2. 3. 4. 5.	
DLA MHE Maintenance (DDC)				FFP	48	Y					1. 2. 3. 4. 5.	
DLA Logistics Analysis (DDC)		FFP	24								1. 2. 3. 4. 5.	
DLA Lawn Maintenance (DDC)				FFP	24	Y					1. 2. 3. 4. 5.	
DLA Lab Analysis (DDC)		FFP	12								1. 2. 3. 4. 5.	

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DLA Janitorial Services (DDC)				FFP	60	Y					1. 2. 3. 4. 5.	
DLA Maintenance of Automated Storage Retrieval Systems (DDC)		FFP	60								1. 2. 3. 4. 5.	
DLA ADPE Test/Implement Integration Services (DDC)		FFP	6								1. 2. 3. 4. 5.	
DLA ADPE Tech Services (Replace Prime Computer System (DDC)		FFP	12								1. 2. 3. 4. 5.	
DLA ADPE Maintenance (printers, boards, decoders, monitors) (DDC)				FFP	12	Y					1. 2. 3. 4. 5.	
DLA Job Order Contract (DDC)				FFP	60	Y					1. 2. 3. 4. 5.	

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DLA EEO Investigations (CAAH)		FPIQ	12	FPIQ	12	Y		\$458,560			1. 2. 3. 4. 5.	
DLA Operations Research (CAI)		FPLOE	96								1. 2. 3. 4. 5.	
DLA Operations Research (CAI)		FPLOE	96								1. 2. 3. 4. 5.	
DLA Economic Analysis (CAI)		FPLOE	96								1. 2. 3. 4. 5.	
DLA Economic Analysis (CAI)		FPLOE	96								1. 2. 3. 4. 5.	
DLA Prof/Tech Support Services (CAI)		TMLOE	36								1. 2. 3. 4. 5.	

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DLA Custodial (DSCC)		FFP		FFP		Y		\$2,100,000			1. 2. 3. 4. 5.	
DLA food Service (DSCC)		FFP		FFP		Y		\$			1. 2. 3. 4. 5. Shared %	
DLA HVAC (DSCC)		FFP		FFP		Y		\$329,000			1. 2. 3. 4. 5.	
DLA Gress Cutting (DSCC)		FFP		FFP		Y		\$104,000			1. 2. 3. 4. 5.	
DLA Operate Child Care Center (DSCC)		FFP		FFP		Y		\$350,000			1. 2. 3. 4. 5.	
DLA Consulting Services (DISC)		FFP	7								1. 2. 3. 4. 5.	

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DLA LAN Maintenance (DISC)		FFP	12								1. 2. 3. 4. 5.	
DLA A/C Maintenance (DPSC)		FPLOE	36								1. 2. 3. 4. 5.	
DLA Fire Alarm Maintenance (DPSC)		FPLOE	36								1. 2. 3. 4. 5.	
DLA Elevator Maintenance (DPSC)		FPLOE	36								1. 2. 3. 4. 5.	
DLA Base Maintenance (DPSC)		FPLOE	36								1. 2. 3. 4. 5.	
DLA Employee Assistance S. (DPSC)		FPLOE	48								1. 2. 3. 4. 5.	



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DLA Apparel Mantech (DPSC)		CPNF	84								1. 2. 3. 4. 5.	
DLA Apparel Mfg. Demo (DPSC)		CPNF	84								1. 2. 3. 4. 5.	
DLA C. Rations Mantech (DPSC)		CPNF	60								1. 2. 3. 4. 5.	
DLA Rations Mfg Demo (DPSC)		CPNF	60								1. 2. 3. 4. 5.	
DLA Sec. 354 Mfg Demo (DPSC)			36								1. 2. 3. 4. 5.	
DLA DSS for ODM											1. 2. 3. 4. 5. Cost Sharing	

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DLA Tech supp for ODM		FFP	multi yr								1. 2. 3. 4. 5.	
DLA GOCO/Piti Guam (DFSC)		FFP	multi yr								1. 2. 3. 4. 5.	
DLA GOCO/Norfolk, VA (DFSC)				FFP	multiyr	Y		\$45,000,000	Y		1. 2. 3. 4. 5.	9/98
DLA GOCO/Jax FL (DFSC)				FFP	multiyr	Y		\$12,000,000	Y		1. 2. 3. 4. 5.	9/98
DLA COCO Bremen GA (DFSC)		FFP	multi yr								1. 2. 3. 4. 5.	
DLA COCO Houston TX (DFSC)		FFP	multi yr								1. 2. 3. 4. 5.	

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DLA COCO/Jax NJ (DFSC)		FFP	multi yr								1. 2. 3. 4. 5.	
DLA COCO Port Mahon DE (DFSC)		FFP	multi yr								1. 2. 3. 4. 5.	
DLA COCO Selma NC (DFSC)		FFP	multi yr								1. 2. 3. 4. 5.	
DLA COCO Bahrain (DFSC)		FFP	multi yr								1. 2. 3. 4. 5.	
DLA COCO Dubai (DFSC)		FFP	multi yr								1. 2. 3. 4. 5.	
DLA Janitorial Services (DSCR)		FFP/Q	60								1. 2. 3. 4. 5.	

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DLA Document scanning services (DSCR)				FFP	60	Y			Y		1. 2. 3. 4. 5.	
DLA Pest Management (DSCR)				FFP/IQ	60	Y		\$875,000	Y		1. 2. 3. 4. 5.	7/98
DLA Facility Service (DLSC)		FFP	48								1. 2. 3. 4. 5.	
DLA Janitorial service (T-ASA)		FFP	24								1. 2. 3. 4. 5.	
DLA Visual Info Svcs (T-ASA)		FFP	60								1. 2. 3. 4. 5.	
DLA Janitorial Services (T-ASA)		FFP	60								1. 2. 3. 4. 5.	

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DLA ASRS Preventative Maintenance (T-ASA)		FFP	60								1. 2. 3. 4. 5.	
DLA Equipment Maintenance (AFRTS)(t-ASA)		CPAF	60								1. 2. 3. 4. 5.	
DLA Security Guard Services (t-ASA)		FFP	60								1. 2. 3. 4. 5.	
DLA Janitorial (DNSC) Binghamton				FFP	12						1. 2. 3. 4. 5.	
DLA Material Handling				FFP	various	Y		\$	N		1. 2. 3. 4. 5.	10/1/98
<b>N A V Y</b>												
NAVY NSWC Division Port Hueneme, Command Bottled Water Delivery		FFP	36	FFP	36	N	Y	\$ 180,000	N	5	1. 2. 3. 4. 5.	10/1/98

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NAVY NSWC Division Port Hueneme, Field Engr for Test Facility		FFP	48	FFP	48	N	Y	\$ 2,700,000	N		1. 2. 3. 4. 5.	9/1/98
NAVY NSWC Division Port Hueneme, Program Generation Center Operation Service		FFP	48	FFP	48	N	Y	\$ 358,737	N		1. 2. 3. 4. 5.	9/1/98
NAVY NSWC Division Port Hueneme, Self Defense Test Ship Messing		FFP	24	FFP	60	N	Y	\$ 260,160	N		1. 2. 3. 4. 5.	9/30/98
NAVY NSWC Division Port Hueneme, VTC Operation Services		FFP/T&M	48	FFP/T&M	12	N	Y	\$ 102,148	N		1. 2. 3. 4. 5.	11/1/97
NAVY NUWC Division Newport: Base support: messenger services		FFP	36	FFP	36	Yes	Y				1. 2. 3. 4. 5.	12/2/97

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NAVY NUWC Division Keyport: Logistics Support Services		CPFF IDIQ	60	CPFF IDIQ	1 year with 10 1 year options	Yes, primarily relies on monthly reports and random audits	Y	\$50,000,000	N		1. 2. 3. 4. 5.	2/1/98
NAVY NSWC Division Dahlgren; Metrology Services		FFP	60	N/A	60	Y	Y	\$2,880,244	N		1. 2. 3. 4. 5.	10/1/98
NAVY NSWC Division Dahlgren; Lifeguard Services		FFP	60	FFP	60	Y	Y	\$500,000	N		1. 2. 3. 4. 5.	10/1/99
NAVY NSWC Division Dahlgren; Munitions Design & Testing Support Services		IDIQ(C PFF Orders)	60	IDIQ(C PFF Orders)	60	Y	Y	\$6,400,000	Y		1. 2. 3. 4. 5.	7/1/98
NAVY NAVSEA 0254: AIEWS		CPFF	18	CPAF	96	Y	Y	\$460,000,000	Y		1. 2. 3. 4. 5.	12/31/97

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NAVY NAVSEA 0254: Privitization Hughes		CPFF	17	CPAF	48	Y	Y	\$18,000,000	Y		1. 2. 3. 4. 5. 2nd year of contracts definitized as CPAF vice original WIP + 1st year CPFF	10/31/97
NAVY NAVSEA 0254: Privitization UDLP		CPFF	14	CPAF	48	Y	Y	\$13,000,000	Y		1. 2. 3. 4. 5. 2nd year of contracts definitized as CPAF vice original WIP + 1st year CPFF	10/31/97
NAVY NAVAIR Aircraft Structure Analyses Services		IDIQ	60	CPFF	60	N	Y	\$48,000,000	N		1. 2. 3. 4. 5.	6/1/98
NAVY NAVAIR Software Support Analyses		CPFF	60	CPFF	60	N	Y	\$20,000,000	N		1. 2. 3. 4. 5.	3/1/98
NAVY NAVAIR Advanced Crew Systems Engineering		CPFF	60	CPFF	60	N	Y	28,500,000	N		1. 2. 3. 4. 5.	12/1/98



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NAVY NAVAIR Software Engineering Design & Maint.		CPFF	60	CPFF	60	N	Y	\$12,000,000	N		1. 2. 3. 4. 5.	12/1/98
NAVY NAVAIR Systems Engineering and Technical Support		CPFF	60	CPFF	60	N	Y	\$50,000,000	N		1. 2. 3. 4. 5.	4/1/98
NAVY NAVAIR Sensor Development & Integration Support		CPFF	60	CPFF	60	N	Y	\$22,500,000	N		1. 2. 3. 4. 5.	9/1/98
NAVY NAVAIR UNFO SERVICES		FFP	60	Fixed Rate IDIQ	60	ISO 9000	Y	\$100,000,000	Y		1. 2. 3. 4. 5.	6/1/98
NAVY NAVAIR Manpower, Personnel & Training		IDIQ	60	IDIQ (FFP T&M)	60	Y	Y	\$25,000,000	Y		1. 2. 3. 4. 5.	1/1/98
NAVY NAVAIR Maint & Logistics Support (C-26)			60	Fixed Rate IDIQ	60	Y	Y	\$35,000,000	Y		1. 2. 3. 4. 5.	8/1/98

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NAVY NAVAIR T-56 Engine Repair			60	Fixed Price	60	Y	Y	\$20,000,00	Y		1. 2. 3. 4. 5.	9/1/98
NAVY NAVAIR T-45 Logistic Support		FFP & CPFF	12	FFP & CPFF		Y	Y	\$83,000,000	Y		1. 2. 3. 4. 5.	9/1/98
NAVY NAVAIR PMA 213 CAAS Program Support		IDIQ (FFP & T&M)	60	FP (T&M and FP)		Y	Y	\$14,000,000	N		1. 2. 3. 4. 5.	1/1/98
NAVY NAVAIR PMA 233 CAAS Program Support		IDIQ (FFP & T&M)	18	FP (T&M and FP)		Y	Y	\$5,000,000	N		1. 2. 3. 4. 5.	1/1/98
NAVY NAVAIR PMA 276 CAAS Program Support		IDIQ (FFP & T&M)	6 (bridge)	FP (T&M and FP)		Y	Y	\$750,000	N		1. 2. 3. 4. 5.	12/1/97
NAVY NAVAIR P-3 COMS		FFP	60	FFP	60	Y	Y	\$13,000,000	Y		1. 2. 3. 4. 5.	5/1/98

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NAVY NAVAIR E-2 COMS		FFP	60	FFP		Y	Y	\$2,100,00	Y		1. 2. 3. 4. 5.	1/1/98
NAVY NAVAIR EA-6B COMS		FFP	60	FFP		Y	Y	\$8,400,00	Y		1. 2. 3. 4. 5.	5/1/98
NAVY NAVAIR NATTC COMS		FFP	60	FFP		Y	Y	\$17,500,00	Y		1. 2. 3. 4. 5.	7/1/98
NAVY NAVAIR HELO COMS		FFP	60	FFP		Y	Y	\$13,800,000	Y		1. 2. 3. 4. 5.	5/1/98
NAVY NAVAIR East Coast Surface COMS		FFP	60	FFP w/deducts		Y	Y	\$6,000,000	Y (neg)		1. 2. 3. 4. 5.	7/1/98
NAVY NAVAIR West Coast Surface COMS		FFP	60	FFP w/deducts		Y	Y	6,000,000	Y (neg)		1. 2. 3. 4. 5.	7/1/98

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NAVY NAVAIR AH-1/UH-1 COMS		FFP	60	FFP		Y	Y	\$4,400,000	Y		1. 2. 3. 4. 5.	3/1/98
NAVY NAVAIR STRICOM Professional Support Services		IDIQ (T&M)	60	IDIQ (T&M)	60	Y	Y	\$100,000,000	N		1. 2. 3. 4. 5.	6/1/98
NAVY NAVAIR LAN Maintenance		IDIQ (T&M)		GSA schedule			Y	\$20,000,000	N		1. 2. 3. 4. 5.	2/1/98
NAVY NAVAIR Combat Training Instrumentation		CPAF		FPAF w/T&M		Y	Y	\$650,000,000	Y		1. 2. 3. 4. 5.	1/1/99
NAVY NAVAIR Tactical Engagement and Range Systems		FFP	60	FPAF w/T&M		Y	Y	\$250,000,000	Y		1. 2. 3. 4. 5.	1/1/98
NAVY NAVAIR C4I Life Cycle Support		FFP w/T&M	60	FPAF w/T&M	60	Y	Y	\$250,000,000	Y		1. 2. 3. 4. 5.	7/1/98

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Department, Activity, Requirement and new Contract/Contract Requirement Number (Only contracts >or = \$100,000)	POC Name POC Phone POC Fax POC Email	Type (CPFF, CPAF, FFP, FPI, etc.)	Term (in months)	Type (CPFF, CPAF, FFP, FPI, etc.) & competitive (C) or sole source (S)	Term (in months)	QA Plan (Y) or (N)	Whether large (L) or small (S) business	Price/Value or Estimated Price/Value (Only contracts > or = \$100,000)	Performance Incentives (Y or (N)	Customer Satisfaction Rating (1,low- 5, high) If follow-on, show current (top) & predecessor (bottom) PBSC rating	Current Status To include: 1. Est'd \$ & % savings over prev non-PBSC effort 2. Est'd PALT days & % savings over prev non-PBSC (PALT = fm rqmt document to award) 3. If current scope is same as previous effort, if not, how do they differ (address est \$ impact) 4. Number of offerors/bidders 5. If est'd award date is tracking, if not, why	Estimated or Actual Award Date
NAVY NAVAIR Battlefield Mobility/Target Acquisition		FFP w/T&M		FPAF w/T&M	60	Y	Y	\$150,000,000	Y		1. 2. 3. 4. 5.	6/1/98
NAVY NAVAIR F/A-18 Operational Flight Programs		CPFF	60	CPFF	60	N	hybrid	\$260,000,000	n		1. 2. 3. 4. 5.	12/1/97
NAVY NAVAIR Operational Flight Programs ( ??)		CPFF	60	CPFF	60	N	hybrid	\$90,000,000	N		1. 2. 3. 4. 5.	8/1/98
NAVY NAVAIR Parachute Data Analysis		CPFF	60	CPFF (IDIQ)		N	y	\$28,000,000	n		1. 2. 3. 4. 5.	12/1/97
NAVY NAVAIR Surface Launched Ait Intercept Missile Eng Support		CPFF (IDIQ)		CPFF (IDIQ)		N	Y	\$6,000,000	N		1. 2. 3. 4. 5.	8/1/98
NAVY NAVAIR Technical Document Control Centers		CPFF		CPFF (IDIQ)		N	Hybrid	\$2,000,000	N		1. 2. 3. 4. 5.	6/1/98

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NAVY NAVAIR EA-6B Electronic Warfare Systems		CPFF (IDIQ)		Fee IDIQ		N	Y	\$90,000,000	n		1. 2. 3. 4. 5.	4/1/98
NAVY NAVAIR Sea T&E Range (O&M)		CPFF	48	CPFF		N	Hybrid	\$15,300,000	N		1. 2. 3. 4. 5.	10/1/97
NAVY NAVAIR Sea T&E Range (Engineering Support)		CPFF		CPFF		N	Hybrid	\$5,800,000	N		1. 2. 3. 4. 5.	11/1/97
NAVY NAVAIR Electronic Warfare T&E Range (O&M)		CPFF (IDIQ)		CPFF (IDIQ)		N	Hybrid	\$49,000,000	N		1. 2. 3. 4. 5.	12/1/97
NAVY NAVAIR Information Technology Support		CPFF (IDIQ)	60	CPFF (IDIQ)		N	Y	\$7,500,000	N		1. 2. 3. 4. 5.	5/1/98
NAVY NAVAIR HP Equip on-site support		IDIQ, T&M		IDIQ (T&M)		N	Y	\$750,000	N		1. 2. 3. 4. 5.	5/1/98

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NAVY NAVAIR DG Equip On-site Support		FFP, IDIQ		FFP, IDIQ		?	Y	\$100,000	n		1. 2. 3. 4. 5.	9/1/98
NAVY NAVAIR Silicon Graphics Support/Maintenance		FFP, IDIQ		FFP, IDIQ		n	Y	\$4,000,000	N		1. 2. 3. 4. 5.	8/1/98
NAVY NAVAIR Security Systems Maintenance		FFP	60	FFP		N		\$750,000	n		1. 2. 3. 4. 5.	9/1/98
NAVY SPAWAR Radar Shelter Design & Manufacturing				CPFF	60	Y	Y		Y		1. 2. 3. 4. 5.	8/1/98
NAVY SPAWAR Radar and Microwave Receivers				CPFF	5 yrs	Y	Y		n		1. 2. 3. 4. 5.	8/1/98
NAVY SPAWAR Compact Low Frequency Active Transmit System Development				CPFF	5 yrs	Y	Y	\$13,700,000	n		1. 2. 3. 4. 5.	5/1/98
TOTAL								\$				

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### Customer Satisfaction Contract Survey Criteria

	<u>Performance Requirements</u>				
	Substandard		Meets		Exceeds
Quality of services performed	1	2	3	4	5
Quantity of services performed	1	2	3	4	5
Timeliness of services performed	1	2	3	4	5
Cost effectiveness of services performed	1	2	3	4	5
<b>Overall rating</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>

Note: Contracts should be in place for one year in order to ensure a sound basis for evaluation.

(Period Reported: All Contracts in Place Prior to December 1997 Report and not Previously Reported)

[illegible]

## **TARGETS OF OPPORTUNITIES FOR PERFORMANCE-BASED SERVICE CONTRACTING (PBSC)**

The categories of services on this list are PBSC targets of opportunity with high payoff potential in terms of savings and improved mission support. The list is intended as a guide, and not to be all-inclusive or restrictive. Services not on the list also may be well-suited to PBSC, especially if they are recurring. This list will be updated periodically to incorporate Agencies' experiences.

The following services have been acquired successfully, frequently and historically by Agencies using PBSC methods. Fixed price contracts should be the rule when contracting for these services.

- o Non-technical ("blue collar") (e.g.; security, laundry, grounds maintenance, facility maintenance, equipment repair).
- o Operation and maintenance of facilities.
- o Administrative and clerical support (e.g., data entry, court reporting, typing, editing).
- o Computer maintenance.
- o **Information Technology.**
- o Aircraft maintenance and test range support.
- o Transportation, travel and relocation.
- o Medical.

The following services have been acquired successfully, but relatively recently, using PBSC methods and PBSC templates have been developed for these services by Government-wide working groups. Thus, fewer examples exist. Fixed price contracts should be the rule when contracting for these services.

- o Telephone call center operations.
- o Training.
- o Software maintenance and support.

The following services offer significant opportunities for using PBSC methods, but to date experience is limited to pilot projects and/or PBSC templates.

- o **Environmental remediation.**
- o **Ordnance remediation.**
- o Software development.
- o Management support.
- o Studies and analyses.
- o Surveys.

Note: Bolded items, Information Technology, Environmental Remediation and Ordnance Remediation are PBSC target areas (of emphasis) identified in the OMB 1999 Budget Passback.